abcona

active business consulting agency

COMPANY PROFILE

Connecting companies and IT specialists

The right IT expert. First proposals often the same day.

You are looking for experienced IT experts you can rely on – at short notice, a precise fit and with little effort on your side. That is exactly what abcona e. K. is for.

The following pages show who we are, which experts we provide, who we work for and how working with us is organised. In just a few minutes you can judge whether we are the right fit for your project.

The best way to get to know us, however, is to talk to us. I look forward to hearing from you.

Angelo Malaguarnera, Owner



YOUR CONTACT

Angelo Malaguarnera

Owner, abcona e. K.

Call me directly – I take care of your request personally.

0049 6171 8867 12 · Mobile 0049 178 88867 12

vertrieb@abcona.de

01 abcona at a glance

Since 2002 abcona has been matching qualified IT experts with the right projects.

Owner Angelo Malaguarnera has worked in IT consulting and the placement of IT specialists since 1996 and has many years of industry knowledge.

Our team has worked together for many years, some colleagues for almost 25 years: equal partners within their areas of responsibility, unbureaucratic and effective – fully committed to your success.

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2002
in the market, owner in the industry since 1996

25,000+
active consultants

~90 %
of proposals from our network

Same day
often the first proposals

More than 25,000 active consultants whom we have approached directly form our network – we already know around 90 per cent of the experts we propose personally. Through referrals, profile platforms and partners we also reach most IT experts in the German-speaking market. What matters to us, however, is not the size of the network but the fit.

Individual freelancers or complete project teams: we place the right IT expertise for on-site, remote or hybrid work.

We see ourselves as a partner at your side and are happy to advise you, so that you find the right expert for your company.

Our mission & values

Our mission: to be the most reliable partner for sourcing IT specialists. A satisfied client is the result of long-term cooperation as partners – this is what we stand for:

+ Reliability, loyalty and fairness in every project

+ Quick understanding and implementation of individual requirements

+ Active advice through close, personal account management

+ High quality through careful pre-selection of consultants

+ Flexibility in scheduling, logistics and administration

+ Appreciative, exemplary support for our consultants

02 What we provide

Our current focus areas are networking, IT infrastructure and operations, software development and artificial intelligence.

Since our beginnings, IT has reinvented itself again and again: from the mainframe via Unix, Linux and client-server to cloud and AI, from procedural and object-oriented programming to AI models. The approaches are just as varied – classic models such as the V-model and waterfall, agile methods such as Scrum or Kanban, hybrid approaches and ITIL in IT operations. Each has its strengths; what matters is what suits the project.

We have not just watched these developments but accompanied them, learning all the time. We keep evolving with the demands of the market instead of standing still. That is why we understand what lies behind a requirement.

Our four focus areas

Networking

Architecture, concept, management, planning, control, implementation as well as operations and organisation.

Firewalling · Load balancers · Proxy · Routing · Switching

TYPICAL ROLES

- ✓ Network architect
- ✓ Network and security engineer
- ✓ Firewall specialist

IT infrastructure and operations

Cloud, enterprise and data centre: architecture, concept, project management, operations, maintenance and monitoring.

Virtual and cloud systems · Databases · DevOps · Docker · Kubernetes

TYPICAL ROLES

- ✓ System and cloud architect
- ✓ Linux and Windows administrator
- ✓ DevOps and platform engineer

Software development

From architecture and tech lead through development and quality assurance to project management. Fields: web, business applications, interfaces, calculation and data storage.

Java · Python · C#/.NET · Perl · JavaScript

TYPICAL ROLES

- ✓ Software architect
- ✓ Tech lead
- ✓ Back-end, front-end and full-stack developer

Artificial intelligence

AI-supported concepts, architectures and programming.

Specification-driven development · Assistance in design and review · Integration into existing applications · Automation in operations · Agents and retrieval

TYPICAL ROLES

- ✓ AI architect
- ✓ LLM and ML engineer
- ✓ Data engineer

03 Who we work for

In more than 20 years abcona e. K. has placed IT experts in very different environments – from regulated banks to carrier networks, from large corporations to SMEs. We work for companies of every size.

Every industry has its own rules: security requirements and vetting at banks, round-the-clock operations at carriers, procurement law in the public sector. Knowing these rules means understanding requirements faster.

That is why, for every request, we ask not only about skills but also about the environment – and propose experts who have already worked there.

Faster start

Consultants who know the environment become productive faster – without lengthy induction into processes and rules.

Less coordination

We understand your requirement faster and ask more targeted questions.

Proven experts

We know who has proven themselves in which environment.

Industries (selection)

We have placed IT experts with these kinds of clients since 2002. We deliberately do not name them, because confidentiality is part of how we work.

Banking and financial services
State banks, fund managers, private and direct banks, IT providers of banking groups

Insurance
Primary insurers and reinsurers, IT providers of insurance groups

Aviation and logistics
Airline IT, airline alliances, air navigation services

Telecommunications
Network operators, mobile providers, IT subsidiaries of telecom groups

Automotive and industry
Car manufacturers, mechanical engineering, consumer goods

Energy and utilities
Utilities, IT providers of energy groups

IT service providers and consultancies
System integrators, consultancies and staffing firms as partners

Public sector
Authorities, public clients, critical infrastructure

Our own technology for fast matching

We work with our own software – developed and run in-house. It connects our consultant network, our clients' requests and an AI-assisted search. We often have a first assessment of which consultants come into question within minutes. Then we approach the candidates personally, clarify availability and terms – and only present those who really fit.

04 How we work

Three steps

01 · Request

You describe your need

By phone, e-mail or with our AI assistant. To start with, role and skills, start date, duration and location or remote share are enough.

02 · Proposal

We propose suitable experts

From more than 25,000 active consultants in our network and with AI-assisted search. We present individual experts or a whole team.

03 · Assignment

We support the assignment

As a freelance assignment under a service contract or as temporary staffing via a licensed partner. Your contact person stays the same.

What you can expect from us

Personal pre-screening

We talk to every consultant before we propose them – about their expertise, but also their way of working, availability and conditions.

Advice, not CV mailing

We clarify with you what the project really needs and only propose people who fit – two or three people who fit rather than ten approximate CVs.

Fast and verified

First proposals often the same day. Qualifications, project experience, availability and terms are clarified in advance.

Always reachable

By phone and on mobile at 0049 178 88867 12, by e-mail and around the clock via our AI assistant Chatty.

Support during the assignment

We coordinate interviews, support the start and remain your contact throughout the assignment.

Exemplary consultant care

Unbureaucratic, flexible and accommodating: our consultants receive premium support from a single source – and your project benefits directly.

05 Engagement types and contract models

We adapt to your project – in the type of engagement as well as in billing and contract.

Engagement types

Freelancers for your project

We place freelance IT experts for your project under a service contract – at short notice or for longer periods, individually or as a team, on site, remote or hybrid.

Temporary staffing via partners

If you need a specialist on a temporary staffing basis (Arbeitnehmerüberlassung), we work with partners licensed under the German Temporary Employment Act (AÜG). We find the right specialist; the partner handles employment and assignment.

> abcona e. K. does not itself hold a licence for temporary staffing. Assignment contracts are concluded exclusively by the respective partner.

Contract models

Time and material

Billing of the hours or days actually worked – flexible when requirements change.

Fixed fee

A fixed amount for a clearly defined scope – easy to plan for your budget.

Work packages

Defined packages with a set result that can be commissioned one after another.

Deliverable-based

An agreed result as a work contract – with a clear statement of work and acceptance.

Framework

Legally compliant

We ensure clear statements of work and clean contracts so that engaging freelancers stays legally compliant – keyword: false self-employment.

Scope

Reinforcement at short notice or longer project support, individual consultants or entire teams.

Location

On site in Germany, Austria and Switzerland, remote or hybrid, just as you need.

06 Next steps and contact

Do you have a specific requirement? Try us.

Write to us or give us a call. We present suitable experts or put together a team, with consultants we know and look after well.

Describe your need

At www.abcona.de/en/request/ – with AI support if you like: paste your project description, check, send.

Book a call

Call-back, video call (Teams, Zoom, Google Meet, Webex, Jitsi) or conference call – at your preferred time.

Ask Chatty

Our AI assistant on the website answers questions about abcona around the clock.



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